

## SECOND ANNUAL

## FEEDER CONTRACT AUCTION

Madonna Inn • 805/543-3000 • San Luis Obispo, California

FRIDAY, MAY 15

12 NOON

800 HEAD

HEAD

Buyer registration  
will take place prior  
to sale time.

## List of cattle consigned

1400 No. 1 1/2 crossbred and whiteface yearling Mexican type steers 700-850 lbs.

800 No. 1 1/2 Brahman crossbred steers 900-950 lbs.

1000 No. 1 Brahman yearling crossbred steers 700-750 lbs.

1100 No. 1 Brahman yearling crossbred steers 675-725 lbs.

365 choice yearling steers 800-850 lbs.

200 choice yearling steers 750-900 lbs.

600 choice yearling steers 700-750 lbs.

700 choice quality yearling steers 700-750 lbs.

1000 choice quality yearling steers 700-750 lbs.

400 choice quality yearling steers 700-775 lbs.

250 choice yearling steers 750-800 lbs.

200 choice yearling heifers 700-750 lbs.

250 choice yearling heifers 675-750 lbs.

250 choice yearling steers 750-800 lbs.

175 choice yearling heifers 675-700 lbs.

Swift Air provides several  
daily flights from Los  
Angeles to San Luis Obispo

## VIDEO WEST

For additional information and/or assistance with  
motel reservations call:RICHARD STOBER, Paso Robles, Calif.  
805/238-6971G. B. BARRY, Santa Ynez, Calif.  
805/688-6451PAT FITZGERALD, Jackson, Calif.  
209/298-4456JIM CARTER, King City, Calif.  
408/385-4057ED BEARD or  
HOWARD SMITHERS,  
Brawley, Calif.714/344-0796 or  
714/344-5631H. SKINNER HARDY, Bakersfield, Calif.  
805/399-2981 or 805/831-3186These are all rancher  
owned cattle in their  
first hands, which is a  
requirement to con-  
sign to this selling  
event.

## Comments

New beef demand and consumption figures suggest that the nation's stockmen must face up immediately to the most serious problem that has confronted the beef industry since 1976: the Richardson horrible inability of the beef industry to market its product. It used to be that beef marketing programs could be proposed, discussed, a consensus reached, and action taken.

Today, instead of taking action, U.S. cattlemen seem convinced they can talk the problem to death. It isn't working! Since peaking in 1976, per capita consumption of beef is presently near a 20 year low.

During the past few years, continued growth in poultry consumption and rapid rises in pork supplies have more than offset the decline in beef supplies. It would oblige all stockmen to realize that a significant change in the overall pattern of meat consumption has occurred. In 1980 beef accounted for 37% of per capita consumption of all meats. Pork was 32% and poultry 29% of the total. Ten years earlier beef consumption represented 42% of the total, while pork and poultry accounted for only 31% and 24%, respectively.

It can be argued that consumption is not a good measure of demand since consumption of meat is a function of production. Generally, all meat produced will be consumed at some price level. However, other demand statistics don't make beef look any better.

One of the statistics used as an index of meat demand is the portion of consumer disposable income spent for meat. This statistic takes into account relationships between prices and quantities of meat, and how they relate to purchasing power.

Fact: During the first quarter of 1981 consumers spent only 2.21% of their disposable income for beef. This is the lowest figure ever recorded, and represents a continuation of the decline in this indicator from the mid-1970s.

The beef industry's fumbling attempts to strike a new marketing program has made one thing indisputably clear: An industry that ducks its marketing responsibility is doomed to financial failure. An industry that closes its eyes to marketing is a business fraud. Nothing can be gained by pretending that it anything else.

## Government should pay interest on bills

Four livestock and meat groups recently supported a bill that would require the federal government to pay interest to federal contractors, such as meat packers, on overdues accounts.

Reports CNS, the bill, introduced by Senator John Danforth, (R-Mo.), was also supported at a Senate government affairs subcommittee hearing by a coalition of 26 diverse trade

(Continued on page 8)

## STAMPEDE

By Jerry Palen



## BLM director cites need for more local decision making

By LARRY MARSHALL

Robert Burford, in his first official press conference since being sworn in as director of the Bureau of Land Management, gave every indication that Reagan Administration promises will be kept and public land use streamlined.

In Denver to swear in new Colorado state director George Francis, Burford

addressed many of the problems cattlemen and other public land users have had with the BLM over the past few years.

Burford is working to push decision-making back to local levels, improve on the BLM image as a "good neighbor" and improve on the permitting

issuing process.

He told Western Livestock Journal his first decision in office was to push the decision-making as far down the ladder as it would go. "Those people at local and state levels know the issues and know them best," he said. "In most decisions Washington shouldn't enter into them at all."

This is part of an overall program to make the bureau more responsive, according to mandates from both President Reagan and Interior Secretary James Watt.

BLM land has limited the growth of a number of Western cities, and inflated

the value of land that is available. This serious hardship on the cities will be relieved as the bureau makes more of this land available, Burford said.

"Another part of this is speeding up the permit process," he continued. "I want to add a degree of certainty to this process—give an answer, quick and with the right of appeal."

Burford indicated a new set of rangeland policies are in the draft stage and will be released soon. Under questioning, he said it wouldn't change many policies as much as it might "resurrect some that have been forgotten." These would (Continued on page 11)

Portions of the northern Corn Belt remain too wet at midmonth, according to the National Weather Service and USDA, Crop Moisture Index and GWS.

The wettest area of the belt is centered around Lafayette, Ind., where more than 4 inches of rain has occurred in May.

Drought conditions have continued in the northern Plains, GWS said. Although rainfall of nearly 1 inch occurred recently in eastern Montana, the current dry pattern still includes much of the eastern half of that state and nearly all of the Dakotas and Minnesota, except southeastern Minnesota.

However, additional rain is necessary in order to completely break the drought, including replenishing pond and stream levels and raising depleted water tables.

Report CNS, rain during the past two to three weeks in northern and eastern Kansas, much of Missouri, southern Iowa and southeastern Nebraska has eased there, particularly regarding soil moisture for spring crop growth.

However, additional rain is necessary in order to completely break the drought, including replenishing pond and stream levels and raising depleted water tables.

(Continued on page 11)

## WESTERN LIVESTOCK JOURNAL



News • Trends • Sales • Shows • Markets

May 25, 1981

Central Edition

Vol. 60, No. 30

## Cattle-on-feed report bearish

Sharply lower to limit down live and feeder cattle futures are expected following a government report showing "overplacements" in feedlots and sluggish fed-cattle marketing last month, livestock analysts told CNS.

A number of factors led cattlemen to place more cattle in feedlots than they marketed during April for the first time in at least 10 years, according to a recent USDA seven-state cattle-on-feed report, analysts said.

The low marketings are bearish for nearby contract prices while the heavy placements do not bode well for deferred contract prices, they said.

The report pegged April placements in the seven-major cattle feeding states at 139% of a year earlier. April marketings at 97% of a year earlier and total cattle on feed as of May 1 at 103%.

A survey of livestock analysts compiled by CNS before the report showed average estimates for placements at 118.5% of a year earlier, marketings at 102.9% and total cattle on feed at 97.9%.

Chuck Levitt, a livestock analyst with Shearson Loeb Rhoades Inc., projected the report would lead live and feeder cattle futures to limit down.

All three key figures in the report were bearish based on pre-report expectations, Levitt said. But the placement figure was the most negative and the heaviest pressure should come on live cattle contracts for delivery in late summer and fall, he said.

The 39% increase in the placement figure, although

compared with the eight-year low reached in April 1980, is still quite formidable, he said.

"Placements being up like this and markets being down is a shock," Levitt said. "There had to have been a lot of pent up demand and feedlots bought feeder cattle like gangbusters." A number of factors during April led cattle feeders to aggressively place cattle, said Curtis Mahon, a livestock analyst with Thomson McKinnon Securities Inc.

Advancing fed cattle prices boosted cattlemen's (Continued on page 11)

## McMillan calls for economy shake-up

of regulations that we've all been living with."

• Monetary policy changes—McMillan cited high interest rates as an area which will be addressed by the administration.

Assistant Secretary of Agriculture Bill McMillan made that comment to the annual Mountain/Plains Meat Club meeting, in Denver. Over 100 cattlemen and other meat industry supporters attended the dinner meeting on the National Western Stockshow grounds.

In his comments, McMillan outlined four major points in President Reagan's economic program that "we need your continuing support for. The people in the livestock industry have been great in helping us up to this point," McMillan said, "but the battle is long from over."

The four areas stressed by McMillan as essential to the future success of the livestock industry were:

• Balancing the budget—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

The food stamp and school lunch programs were two areas which will receive cuts according to McMillan.

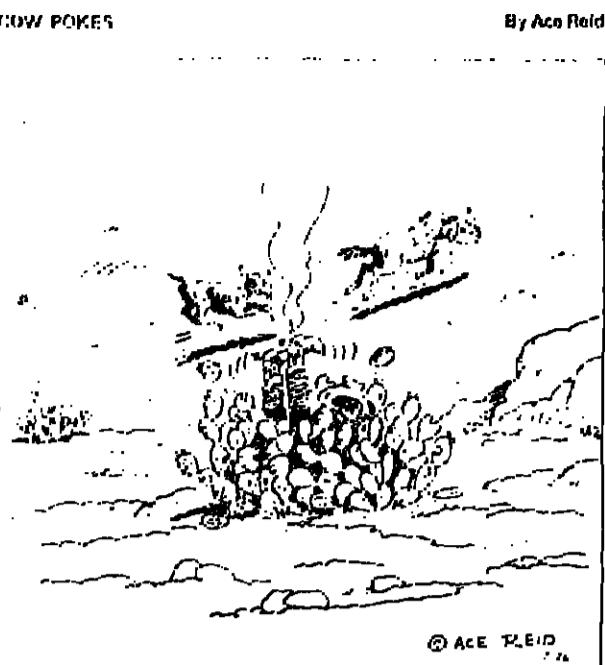
• Tax reform—McMillan said President Reagan's tax plan is an entire tax package, not just a tax cut.

"That's important to you in business. The tax package covers such things as investment credit, capital gains, accelerated depreciation," he said. "Let's call them tax incentives."

• Regulatory reform—

"We're going to cut back the fat, but not in any kind of an abusive way," the Assistant Secretary said.

</div



"Wul, nothin' seems to be goin' right for me today!"

## Western Livestock Journal

HOME OFFICE  
400 Livestock Exchange Bldg.  
Mailbox address: P.O. Box 119  
Denver, Colo. 80237-2600

DIRK CROW  
Editor/Publisher

CAROLYN J. HURST  
Managing Editor

GLEN RICHARDSON  
Editorial Director

PATTI THORN  
Staff Editor

LARRY MARSHALL  
Staff Editor

ALEX MOSTROUS  
Staff Editor

MARTHA WILLIAMS  
Women's Ag Business Review

LIVESTOCK ADVERTISING  
Don Davis, Jerry York, Fred Green,  
Managers

AREA FIELD EDITORS  
JOHN COOTE, P.O. Box 1651, La  
Grande, Ore. 97850, 503/933-  
5274.

DON DORIS, 5923 Five Mile Drive,  
Stockton, Calif. 95209, 209/51-  
3217.

BOB GREEN, JR., 907 Mellick Tow-  
er, Fort Worth, Texas 76102,  
817/326-1459, Res. 409/224-4387.

RALPH HEINEMANN, 5405 Gene  
Sorzen Dr., Billings, Mont.  
59102, 406/656-5344.

LEE PITTS, 7320 Tiendaro N.E.,  
Albuquerque, N.M. 87119, 505/  
821-1443.

JAY PURCHASE, 2901 W. 2nd,  
North Platte, Neb. 69101, 308/  
532-5819.

JERRY YORK, 637 Crawford Circle,  
Longmont, Colo. 80501, 303/77-  
7910.

LIVESTOCK ADVERTISING  
ASSOCIATE

WALTER DENNIS, Home Office,  
4701 Marion St., Denver, Colo.  
80216, 303/623-2900.

COMMERCIAL ADVERTISING  
REPRESENTATIVES

DIRK CROW, Home Office, 4701  
Marion St., 4th Floor, Box 119,  
Denver, Colo. 80216, 303/623-  
2900.

TOM LAMPERT, Valentine Reps.,  
900 1/2 Ave. Blvd., Suite 14, Office  
5, Oak Brook, Ill. 60521, 312/  
984-8877.

WILLIAM VALENTINE, Valentine  
Reps., P.O. Box 243, Richland,  
Mich. 49063, 616/629-4002.

KENT BLACKBURN, Valentine  
Reps., 1000 East 14th St., Suite  
105, Burnsville, Minn. 55337-  
612/432-1250.

RON KUBER, 1177 W. Hedges,  
Fort Worth, Texas 76102,  
817/326-1459, Res. 409/224-4387.

CROWN PUBLICATIONS, Inc.

DIRK CROW, President

Sally Crow, Executive Vice  
President

Jerry Smith, Vice President &  
General Manager

Glen Richardson, Vice President

Alison Field, Executive Secretary,

Travis K. Cottrell

Bill Decker, Marketing Director

Bernardine Javel, Circulation  
Director

Ruth Goodwin, Administrative  
Assistant

Barbara Wyckoff, Classified Ad  
Manager

Greg Stouch, Production Manager

Scott Horning, Art Director

Western Livestock Journal (ISSN 404-  
310) is published weekly by Crown Pub-  
lications, Inc., 4701 Marion St., 4th Floor,  
Denver, Colorado 80216, U.S.A. Copy-  
right 1981, Crown Publications, Inc.

Volume 2, Number 20, June 25, 1981  
Subscription \$16.50 per year, \$1.50 per  
copy. 10% discount for 10 or more copies.

Postage paid at Denver, Colo., and  
at additional mailing offices.

## Interest hike is not expected to cause commodity crash

Soaring U.S. interest rates have once again pressured virtually all agricultural commodity futures, but analysts contacted by CNS said they don't expect as steep a slide as occurred in the so-called "commodity crash" last December.

Clear indications from the Federal Reserve that money will be tighter have put fundamental and psychological pressure on every commodity from soybeans to pork bellies, the analysts said. Current conditions in those markets, however, have so far precluded the massive liquidation, limit-down price moves, margin calls and major financial losses said to have been triggered by similar interest rate rises five months ago.

"We don't have the potential now to precipitate a massive decline," said Dale Durcholz, a grain market analyst for Madoff and Sons, Inc.

For one thing, the analysts said, open interest in many markets has declined substantially since December.

This means, in effect, that there is less potential

## Trade pact with Mexico to be signed soon, says U.S.

The U.S. and Mexico are expected to sign a one-year agricultural trade agreement for 1982, replacing the current pact, when Mexico's President Juan Lopez Portillo visits Washington June 8-9. The U.S. government and trade sources said.

Reports CNS, discussions about the agreement with Mexico, the third largest importer of U.S. agricultural goods, are still underway and a final agreement has not been fully negotiated. Sources said, however, that it will follow the loose pattern of the annual agreements of 1980 and 1981, setting general guidelines for Mexico's import of U.S. grain and oilseeds.

One USDA official said that although the 1982 agreement may set grain and oilseed import levels for Mexico near those of 1981—6.15 to 8.180 million tons—Mexico's actual imports next year may be lower than in 1981.

The reason is that Mexico has expanded domestic production, especially of edible beans and corn for human consumption, and anticipated good weather could markedly improve output.

Mexico will also be able to rebuild stocks during the current year, though not up to optimum levels. The official said recent agreements between Mexico and other grain exporting nations, such as Argentina and Canada, may also cut down on the U.S. share of Mexico's market 1982.

Given good weather in Mexico, the official estimated that nation may import 5 to 7 million tons of U.S. goods covered by the expected agreement in calendar year 1982. If there are any domestic production problems, or if domestic demand grows faster than its already swift pace, 1982 imports of U.S. goods could increase significantly, he said.

Other sources said that because Mexico is emphasizing crops for human consumption such as corn and edible beans, imports of U.S. edible beans might dip in 1982 but feed grain

imports might increase because land planted to sorghum might be switched to corn for human consumption.

Planted to sorghum might be switched to corn for human consumption.

Perhaps the most controversial aspect of the current agreement is the provision for direct government-to-government sales of agricultural goods in "exceptional circumstances."

The agreement does specify that normal private channels are the preferable method of U.S.-Mexico trade and that all goods will be sold at market prices in any case.

Since some members of the U.S. grain trade have objected to the theoretical government-to-government sales clause, one USDA official said the language of the provision "may be clarified even further (in the 1982 pact) to reduce the fears" of the trade.

Other sources said the provision might remain in the 1981 agreement, but it could be changed to make the possibility of direct government sales even more unlikely.

The new agreement is also expected by sources to continue the practice of Mexico holding its tenders for U.S. goods through USDA headquarters in Washington. Mexico is the only importing nation that does so, but the policy is apparently favored by Mexican officials.

Sources said the initiative for the new agreement came from Mexico. It was Mexico

that originally asked for the one-year 1980 agreement.

U.S. Agriculture Secretary John Block caused some concern in Mexico when he said earlier this year that he did not think an agricultural pact between the two nations was needed.

The Reagan Administration apparently changed its position after Mexico, a major trading partner and supplier of oil to the U.S., made it clear that it wanted another agreement.

One USDA official said an agreement with Mexico made practical sense because of the proximity of the nations and the large amount of trade that goes on.

Also, many U.S. agricultural exports move by rail to Mexico. Close coordination between the two nations was necessary to clear up the rail logjam that caused an embargo of rail movement to Mexico last year, the official said. The agreement helped make that and continuing work on rail problems easier, he said.

In a daily basis, we fight off colds, flu, measles and a variety of other infections caused by bacteria or viruses. We know these microbes are common to humans, so we cope with them.

But what about all of the microbes common to animals that also cause disease in humans? These diseases are known as zoonoses.

These diseases can spread from animals to humans through direct contact: eating, handling and breathing. Eating these disease agents is easy because dangerous microbes can be found in contaminated water, unpasteurized milk and improperly cooked meat. Hands can become contaminated while handling animals, animal parts or products. Finally, farmers and ranchers may breathe small particles produced by infected animals or dusts from contaminated feed and wastes.

To control these diseases, it is necessary to first recognize what they are and where they are found. To aid in that task, Colorado State University has conducted a survey of zoonoses in the United States. Such diseases as anthrax, plague, brucellosis and leptospirosis are not uncommon. Luckily, there are measures to keep these diseases under control until something goes wrong. When it does, people get sick.

Recently, 23 people were exposed to rabies when a bull was brought to Colorado. Of these 23 persons, five had to undergo extensive treatment to prevent fatal infection.

Many other rural activities result in potentially hazardous situations that

## Six states report scabies outbreak

Ten outbreaks of porcine cattle scabies were confirmed during April in California, Kansas, Minnesota, New Mexico, South Dakota and Texas, the USDA said recently, reports CNS.

Single outbreaks were reported in Alameda and Contra Costa, Calif.; Renville County, Minn.; Curry County, New Mexico; Corson County, S.D.; and Swisher County, Texas. The four remaining outbreaks were in Kansas in Graham, Norton, Ness and Sheridan Counties.

The 10 outbreaks in April are below the 16 reported in April last year, USDA said. Since Oct. 1, 1980, there have been 127 cases of cattle scabies reported nationwide.



TEAM WORK—Members of the University of Southern Colorado Judging Team got a workout during the recent New Mexico Brahman Bull Sale. The team was en route from Pueblo, Colo., to the Houston Livestock Show and Rodeo.

## Government should pay interest on bills

(Continued from page 1)

bills, a packer frequently has to borrow money at current high interest rates to pay its own suppliers. The packer's interest payments on this borrowed money could totally wipe out any profits the meat packer might have made from his sale to the government. He said the latest AMI meat packer survey showed that meat packer profits average only 1.5% per dollar of sales.

Bauer said the meat industry needed the seven-day terms because the Packers and Stockyards Act requires packers to pay for the livestock they purchase before the end of the next business day.

Since the government is often late in paying its meat

can lead to infection, disease, disability or death.

Most urbanites will never come in contact with many of these microbes. Most rural residents, however, come in contact with disease-causing bacteria, viruses or parasites routinely. It is the nature of their work.

In particular, textile workers who handle skin, hair and hides are more likely to come into contact with the organism.

Plague is caused by bacteria. Fleas take their meal of blood from infected animals, usually rodents, then become infected. Once the rodent dies from plague, the flea has no place to feed. If humans or family pets come into areas where rodents have died of plague, they may find the hungry fleas very willing to feed on them. Once this has happened, the transmission of plague is complete.

Two other common types of zoonoses are tularemia and trichinosis. Both diseases are caused by eating undercooked meat or by handling infected animal tissues. Trichinosis is a common parasite of pork

and can be transmitted when humans eat pork meat that is not cooked until white in the center. The transmission of tularemia is similar to trichinosis except that tularemia is found primarily in rabbits and sheep.

Control of zoonoses is based on prevention. The key to prevention is recognizing symptoms of disease in animals before the infection gets out of control. Another important aspect of prevention is the routine immunization of animals to prevent disease.

It is important to remember that outbreaks of zoonotic diseases are not common today only because the diseases have been controlled. They have not been eliminated since the diseases still exist, they need to be monitored and

## HUNDREDS OF WINDMILL OWNERS CANNOT BE WRONG

Replace your steel pipe with our heavy wall PVC plastic pipe. Forget about rust and deterioration that goes with steel pipe. Lightweight and easy to handle. Our heavy duty plastic pipe is 100% UV stabilized. Our heavy wall plastic pipe is far superior than fiberglass. All our previous customers who have put plastic pipe in their windmills, continue to brag about it. Available for immediate shipment in 2", 3", 4", 5", 6", 8", 10", 12", 14", 16", 18", 20", 24", 30", 36", 42", 48", 54", 60", 72", 84", 96", 112", 128", 144", 160", 176", 192", 208", 224", 240", 256", 272", 288", 304", 320", 336", 352", 368", 384", 400", 416", 432", 448", 464", 480", 496", 512", 528", 544", 560", 576", 592", 608", 624", 640", 656", 672", 688", 704", 720", 736", 752", 768", 784", 800", 816", 832", 848", 864", 880", 896", 912", 928", 944", 960", 976", 992", 1008", 1024", 1040", 1056", 1072", 1088", 1104", 1120", 1136", 1152", 1168", 1184", 1200", 1216", 1232", 1248", 1264", 1280", 1296", 1312", 1328", 1344", 1360", 1376", 1392", 1408", 1424", 1440", 1456", 1472", 1488", 1504", 1520", 1536", 1552", 1568", 1584", 1500", 1516", 1532", 1548", 1564", 1580", 1596", 1612", 1628", 1644", 1660", 1676", 1692", 1708", 1724", 1740", 1756", 1772", 1788", 1804", 1820", 1836", 1852", 1868", 1884", 1900", 1916", 1932", 1948", 1964", 1980", 1996", 2012", 2028", 2044", 2060", 2076", 2092", 2108", 2124", 2140", 2156", 2172", 2188", 2204", 2220", 2236", 2252", 2268", 2284", 2300", 2316", 2332", 2348", 2364", 2380", 2396", 2412", 2428", 2444", 2460", 2476", 2492", 2508", 2524", 2540", 2556", 2572", 2588", 2594", 2600", 2606", 2612", 2618", 2624", 2630", 2636", 2642", 2648", 2654", 2660", 2666", 2672", 2678", 2684", 2690", 2696", 2702", 2708", 2714", 2720", 2726", 2732", 2738", 27

## Meat export expansion hinges on packers, trade laws, says officials

Expanding the volume of U.S. meat exports will require high-level U.S. pressure for reduction of non-tariff trade barriers and perhaps a change in meat packer attitudes toward the export market, government and industry officials told CNS.

U.S. Agriculture Secretary John Block has said placing increased emphasis on the export of value-added U.S. agricultural products, such as meat, will be one of his top trade priorities. Officials of the U.S. Trade Representative's (USTR) Office also have cited reducing non-tariff trade barriers that limit value-added exports as a top priority.

One of the challenges the U.S. faces will be gaining negotiating leverage with which to push for relaxation of meat trade barriers such as quotas, several sources said.

U.S. Meat Export Fed-

eration President Alan Middaugh told CNS the best way the U.S. could gain leverage to increase market access for U.S. beef in the European Economic Community would be to tell the EEC's current 10,000-ton annual U.S. beef import quota.

"The government is just now coming around to the fact that the EEC health requirements are a political problem and not a veterinary problem," Middaugh said. The fact that the U.S. had approached the requirements as a veterinary problem tended to prolong the health issue.

Bryan Wadsworth, deputy director of the dairy, livestock and poultry division of USDA's Foreign Agricultural Service, said packers need to become consistent exporters if the U.S. is to substantially increase its meat export volume.

Under a previously negotiated formula, Japan's quota for U.S. high-quality

comply.

Although these unresolved requirements are not a total deterrent to U.S. exports, they add an element of uncertainty to the meat export business, which even under the best circumstances is complicated one, he said.

"The government is just now coming around to the fact that the EEC health requirements are a political problem and not a veterinary problem," Middaugh said. The fact that the U.S. had approached the requirements as a veterinary problem tended to prolong the health issue.

For packers, the Caribbean nations have as much market potential as Japan, where pork exports are hampered by gate prices, according to Simpson. However, in the Caribbean and Venezuela—another major market—pork imports are mostly controlled by government-issued import licenses, he said.

Middaugh said mechanically deboned meat could become an important export item if it could be produced in substantial amounts. It could be sold to markets such as Southeast Asia, where there is a protein deficit.

Middaugh said the oil-rich nations, such as Saudi

Arabia and Kuwait, which have virtually no meat import restrictions, are large potential markets for U.S. beef—provided it is slaughtered according to Islamic requirements. However, pork would be almost totally excluded from Middle East markets.

He said implementation of beef quality grade changes proposed by the National Cattlemen's Assn. might make U.S. beef more acceptable to foreign customers. Japanese consumers will accept heavy beef, yield-graded 4 and 5, but "fat" beef causes problems in Europe where consumers are unfamiliar with marbled meat, he said.

To expand market access for U.S. meat in Japan, the U.S. government needs to link reduction of Japanese meat trade barriers to other trade issues in which Japan is interested, Middaugh said.

Under a previously negotiated formula, Japan's quota for U.S. high-quality

beef is scheduled to increase each year until reaching 30,800 tons in Japanese fiscal year 1983. Middaugh said the U.S. in 1982 should start pressuring Japan to raise the 1984 quota to at least 50,000 tons.

Erosion robs this country of enough soil to cover the state of Iowa with a layer an inch thick each year, and this often comes from the best land, say USDA experts.

That's an annual loss of 5.6 billion tons of soil, a persistent statistic despite efforts to bring it down.

Farmers, ranchers and conservation specialists with USDA agencies have stepped up their fight to check the huge losses, and they're urging that much more be done in the years ahead.

"By using modern conservation methods and advanced agricultural technology, we can prevent another Dust Bowl," Berg said. "Terraces, conservation tillage, contour strip-cropping, grassed waterways and other practices help save the land. Many of the country's farmers and ranchers are aware of this and are taking appropriate actions.

Dollars are just part of the problem. This past summer's long stretch of 100-degree-plus temperatures in some areas stirred memories of the dust clouds that engulfed Great Plains states like Oklahoma and Texas nearly half a century ago.

Conservationists emphasize that the stakes in protecting farm topsoils have risen sharply. With so many more mouths to feed than in the past, abroad as well as in the U.S., they warn, failure to better protect the topsoil eventually would mean hunger for millions.

"Soils being taken by erosion generally are the richest in nutrients and organic matter and have the most favorable conditions for plant growth," said Norman A. Berg, chief of the USDA's Soil Conservation Service. "This constitutes a significant drain in the productive potential of land where our food is produced."

Berg cited a Farm Pond Harvest magazine story which said enough soil goes into the Mississippi River in one year to build an island a mile long, a quarter of a mile wide and 200 feet high. Such an island would contain the equivalent of

"We see this legislation as the only effective way to replace old regulations and self-serving administrative decisions that are not only a burden on the marketing sector, but also are no service to the rest of the industry—breeders, growers, feeders and processors."

LMA is continuing its discussions of the necessity for marketing law modernization with key members of Congress and their aids, and is now placing the revised bill in their hands.

A copy of the revised legislation and an explanatory "Fact Sheet" are available by writing LMA, 4900 Oak Street, Kansas City, Mo. 64112.

The multi-billion dollar livestock business "will always attract a minority of crooks, con artists and flim-flam men," Wilson continued, "and we want them punished."

The time to make friends is before you need them.

A hungry future?

## Erosion reminiscent of dirty 30's

Erosion robs this country of enough soil to cover the state of Iowa with a layer an inch thick each year, and this often comes from the best land, say USDA experts.

That's an annual loss of 5.6 billion tons of soil, a persistent statistic despite efforts to bring it down.

Farmers, ranchers and conservation specialists with USDA agencies have stepped up their fight to check the huge losses, and they're urging that much more be done in the years ahead.

"By using modern conservation methods and advanced agricultural technology, we can prevent another Dust Bowl," Berg said. "Terraces, conservation tillage, contour strip-cropping, grassed waterways and other practices help save the land. Many of the country's farmers and ranchers are aware of this and are taking appropriate actions.

Dollars are just part of the problem. This past summer's long stretch of 100-degree-plus temperatures in some areas stirred memories of the dust clouds that engulfed Great Plains states like Oklahoma and Texas nearly half a century ago.

Conservationists emphasize that the stakes in protecting farm topsoils have risen sharply. With so many more mouths to feed than in the past, abroad as well as in the U.S., they warn, failure to better protect the topsoil eventually would mean hunger for millions.

"Soils being taken by erosion generally are the richest in nutrients and organic matter and have the most favorable conditions for plant growth," said Norman A. Berg, chief of the USDA's Soil Conservation Service. "This constitutes a significant drain in the productive potential of land where our food is produced."

Berg cited a Farm Pond Harvest magazine story which said enough soil goes into the Mississippi River in one year to build an island a mile long, a quarter of a mile wide and 200 feet high. Such an island would contain the equivalent of

"We see this legislation as the only effective way to replace old regulations and self-serving administrative decisions that are not only a burden on the marketing sector, but also are no service to the rest of the industry—breeders, growers, feeders and processors."

LMA is continuing its discussions of the necessity for marketing law modernization with key members of Congress and their aids, and is now placing the revised bill in their hands.

A copy of the revised legislation and an explanatory "Fact Sheet" are available by writing LMA, 4900 Oak Street, Kansas City, Mo. 64112.

The multi-billion dollar livestock business "will always attract a minority of crooks, con artists and flim-flam men," Wilson continued, "and we want them punished."

The time to make friends is before you need them.

isn't slowed, Berg said. At today's erosion rate, he said, food supplies will be seriously threatened in about 100 years. In Iowa, for example, half of the original topsoil—six to eight inches—already has been lost from sloping, unprotected land during the century the state has been farmed.

Berg said the soil losses are like bags of money floating down the nation's rivers. Figure at 1979 prices, USDA soil conservation specialists estimate that putting all of the lost nitrogen and phosphorus and one-fourth of the lost potassium back into the damaged land would add up to \$18 billion in just one year.

"By using modern conservation methods and advanced agricultural technology, we can prevent another Dust Bowl," Berg said. "Terraces, conservation tillage, contour strip-cropping, grassed waterways and other practices help save the land. Many of the country's farmers and ranchers are aware of this and are taking appropriate actions.

Dollars are just part of the problem. This past summer's long stretch of 100-degree-plus temperatures in some areas stirred memories of the dust clouds that engulfed Great Plains states like Oklahoma and Texas nearly half a century ago.

Conservationists emphasize that the stakes in protecting farm topsoils have risen sharply. With so many more mouths to feed than in the past, abroad as well as in the U.S., they warn, failure to better protect the topsoil eventually would mean hunger for millions.

"Soils being taken by erosion generally are the richest in nutrients and organic matter and have the most favorable conditions for plant growth," said Norman A. Berg, chief of the USDA's Soil Conservation Service. "This constitutes a significant drain in the productive potential of land where our food is produced."

Berg cited a Farm Pond Harvest magazine story which said enough soil goes into the Mississippi River in one year to build an island a mile long, a quarter of a mile wide and 200 feet high. Such an island would contain the equivalent of

"We see this legislation as the only effective way to replace old regulations and self-serving administrative decisions that are not only a burden on the marketing sector, but also are no service to the rest of the industry—breeders, growers, feeders and processors."

LMA is continuing its discussions of the necessity for marketing law modernization with key members of Congress and their aids, and is now placing the revised bill in their hands.

A copy of the revised legislation and an explanatory "Fact Sheet" are available by writing LMA, 4900 Oak Street, Kansas City, Mo. 64112.

The multi-billion dollar livestock business "will always attract a minority of crooks, con artists and flim-flam men," Wilson continued, "and we want them punished."

The time to make friends is before you need them.



SHOP TALK—Visiting prior to the Redd Ranch sale, Paradox, Colo., was Dennis Lamm (left), extension beef specialist, Colorado State University, Ft. Collins, and the Dohertys from John L. Doherty and Sons Ranch, Folsom, N.M. Doherty purchased some Red Angus bulls in the sale. (Staff photo by Jerry York)

## L.S. LONGHORNS

P.O. Box 6  
County, Texas 76036  
817/797-1142

June 6, 1981 - Fort Worth, Texas

## LS INVITATIONAL CLASSIC

10:30 A.M. — BILLY BOB'S TEXAS

A Select Offering of some of the most outstanding Texas Longhorn Cows ever offered at Public Auction from the top breeders in the United States.



LS LONGHORNS PRODUCTION SALE  
1:00 P.M. — Fort Worth Stockyards Arena

## 100 REGISTERED TEXAS LONGHORNS

65 Cows - Mostly Pairs & Bred Back  
30 Bred Heifers - or Calves at Side  
5 Herd Bulls  
10 Trophy Steers

Plus from Sundown Ranch

50 - 3/4 Longhorn Roping Steers  
150 - F1 Texas Longhorn Females with  
3/4 Calves at Side  
5 - Buffalo

## Consignors

BELL BRANCH RANCH Italy, Texas	JOHN ROBERTS San Antonio, Texas
WAYMON BUCHANAN San Antonio, Texas	CASEY RUEBY San Antonio, Texas
CHAPMAN & SANDERS Waco, Texas	SHAHAN HV RANCHES Denton, Texas
TOM CHANDLER Arlington, Texas	TEHMER & KOCH Albany, Texas
PAL CURREY Mt. Pleasant, Texas	TED WHEELOCK San Marcos, Texas
DAVE EVANS Dallas, Texas	WILEY & SON Wills Point, Texas
DALE FORD Dallas, Texas	EDDIE WOOD Wynnewood, Oklahoma
MAX HARSHA Oulen City, Mo.	WRIGHT MATERIALS Robstown, Texas
REX HOLLINBECK Lentner, Mo.	YO RANCH Mountain Home, Texas

FOR CATALOGS AND INFORMATION, CONTACT:  
**LARRY P. SMITH**  
P. O. Box 6, CROWLEY, TEXAS 76036  
A DIVISION OF LS RANCHES, INC.

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/287-1142

817/

## Auction Results

### PAYS ORASSTIME BULL SALE

Billings, Mont., May 12

243 Herefords ..... \$885  
63 Polled Herefard ..... 815  
232 Angus ..... 758  
44 Red Angus ..... 880  
2 Simmental ..... 925  
586 lots ..... 741

Auctioneers: Pat Goggins and John Kujala

Herdsmen: SR Mont. Dom 930, 3/27/79 by Mont. Dom 1310, Stoney Herdsmen, Bozeman, to Bob Wagner, Columbus, \$1250.

CSM Bar Star Ard 160, 4/18/79 by Bar Star Ardmore 17, Chester

Macintosh, Terry, to Carbon

Country Livestock, Roberts,

15150, Missoula, Anthill, 931,

3/17/79 by Z Mark Mischel 205,

Clarendon Kruel, Mischel, to

J.D. Pfeifer, Hysham, 810.

FHR Double Even 920, 2/21/79

by FHR Double Even 333; Pfeifer

Herefords, Grog, 111, to Rogers

Ranch, Billings, \$150. FHR

Double Even 076, 3/17/79 by FHR

Double Even 800, 3/17/79 by FHR

Double Even 333; Pfeifer to

Rogers, 1100, DRC Montana

Dom 045, 3/17/79 by Montana

Dom 245, Brillard Ranch Co.,

Billings, \$1100. GHS L1 Domini

7715, Gerald Harper & Sons,

Roundup, to Bob Hepp, Buffalo,

Wyo., \$100.

Paled Herefords: Anchor King

51, 3/17/79 by CSH King Ankoly

741; Carl Hinderer & Sons,

Vaughn, to Gorland Rankin,

Worland, Wyo., 1450. Anchor

British 1, 3/17/79 by SRCL 980

British 22H, Hinderer & Sons,

Rankin Bros., Worland, Wyo.,

1150. SPHC Roundup 01,

3/6/79 by SPHC 84 Roundup 16;

Shock Polled Hereford Co.,

Vida, to Valdez Ranch, Powell,

Wyo., \$100.

Angus: Shoshone 982,

3/15/79 by Scheerbrook, Shoshone 006N; Chas. Deschaeffer, Columbus, to DeVries Bros., Roberts, \$1800. Un-recorded, two-year-old Angus, Deschaeffer, to Larry Wilson, Lodge Grass, \$1550. Purebred Angus yearling, 2/28/80; Bar Angus Ranch, Denver, to Don Johnson, White Sulphur Springs, \$1500; Hawley Landowner 3, 3/17/79 by Landowner of Wyo.; Deschaeffer to Don Johnson, \$1350. Prospective Pride of 362, 2/12/79 by Northern Angus, 14; Deschaeffer to Don Johnson, \$1360. Black Angus 026, 3/17/78 by Green Valley Angus 32; Harold Kirchner, Ringle, to John Johnson, White Sulphur Springs, \$1580. Kadence Meier 938, 3/18/79 by Happyvalley Meirle 024; Deschaeffer to Waller Bailey, White Sulphur Springs, \$1300. Purebred 2-year-old Angus; Deschaeffer to Ed Grabs, Melstone, \$1300. Searforn Northern 913, 3/26/78 by Kadence Great Northern 33; Mackenzie Ranch, Sheridan, to Henry Kindfathers, Billings, \$1300. Black Angus 1865; Roy Tully, Dixon, to Boys' Kinchies, Melstone, \$1260. Ward Commodity 9818, 3/28/78 by Commodity Wyo; Ward Angus Ranch, Grass Range, to Mike Nelson, Grass Range, \$1250.

Red Angus: 1691, 4/18/78 by

Leachman Powerline 70; Leachman Cattle Co., Billings, to

Carless Creek Ranch, Shawmut,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/79 by RGN Dynamo 614;

Leachman to Pronghorn, \$1380,

1650, 0681, 3/25/79 by Leachman Big Step 1376; Leachman to

L.A. Artes, Big Timber, \$1850.

3131, 3/12/79 by RGN Dynamo

614; Leachman to Pronghorn

Ranch, Roundup, \$1350, 0682,

3/24/



INTERMOUNTAIN  
Farms and Ranches 13

DAKOTA: Ranch 500 acres, 100 head, 10 miles, Colfax, Healy, P.O. Box 12, Emmett, ID 83617. \$90,000. 600-550-5500.

GLARIO IN: TRADE RIVER, 2000 acres, concrete bridge, Gold mining, boating, hunting, Blackfoot, Idaho, \$475,000. Terms or cash. Private owner. 608-684-4026.

## RALSTON—PURINA DEALERSHIPS

Pocatello and American Falls, Idaho

Includes inventory (complete line of livestock supplies, seeds and feeds), rolling stock, real property, \$120,000 certificate and more. Price \$800,000. Owner financing.

Contact: Mike Rose

## C. LEE ROSE REAL ESTATE

1070 No. Cole Rd., Boise, ID 83701

PHONE: 208/378-0257

## IDAHO'S MOST PRODUCTIVE CATTLE RANCH

10,000 Dressed, 32,700 head private ranch. 1,000 irrigated farm land. Many excellent improvements including 1,500 head feedlot. 1,400 Mother cow capacity. Price: \$2,500,000. Attractive terms. Brokers participation invited.

## C.B. YOUNG AGENCY

P.O. Box 45, Burley, ID 83318

PHONE: 208/678-2438; 208/678-5044

WRIGHT PATTERSON  
REAL ESTATE

Farm and Ranch Division

## Dairies

40 Acres, double 3 barn, 3 truck, head house, excellent location. \$100,000. Terms or trade.

160 Acres, double 4 barn. Close to town and Snake River. \$285,000. Terms or trade.

320 Acres, double 5 barn, 325 free stalls, farm equipment available. Good farm ground. \$800,000. Terms or trade.

## Ranch

300 Head ranch, 650 total deeded acres, 325 farmed. Picturesque setting. \$720,000. Terms or trade.

## Call:

Terence J. Lamb, 208/465-0565. Curls Patterson, 208/888-2448. Orrin Lay, 208/577-8199. Dennis Carlson, 208/466-8446. Office Phone, 208/376-9804.

NORTHERN NEVADA ALFALFA  
AND CATTLE RANCH

700 Unit Plus Background The Calves

340 Acres alfalfa, all under sprinkler. 4,100 BLM AUM's plus 20,000 acres railroad lease, 200 acres native meadow. Owner's home in picturesque mountain setting. 100 acre ranch now being planted. Creek water with supplemental wells. Power, phone and schools. Located 20 miles from bustling Battle Mountains. Barite capital of the world. Priced to sell at \$1,200,000. Terms available to qualified buyers. Ranch can be divided into two, smaller units.

Sofit Exclusively Through

## RANCHERS REALTY

Box 428, Elko, NV 89001

PHONE: 702/738-8861

or 702/738-4482

Evenings and Weekends

WLJ—The leading All-Breed Publication in the West

## BUY NEVADA RANCHES

Through Reliable Knowledge of the industry. Terrific summer grass, little winter feeding. Great water rights, good improvements and equipment, currently running 683 cows. All this lies along 5 miles of beautiful river with meadows and wild life. This is an operation you dream about. Price: \$2,000,000. Cattle at market.

Another excellent ranch with good water, 2,000 acres of meadow, 70% of cattle forage is one deeded land with good improvement and a better than average line of equipment. Running 780 cows plus carry over yearlings. Price: \$1,800,000. Cattle at market.

Other properties available, tell us what you need.

Office: 702/423-6008

Contact: Don Bowman, 702/423-6198 or Joe Dahl, 423-6325

FARMING & RANCHING  
HEADQUARTERS

Just Like a Country Store, Auction, Swap Shop, Catalog, Bargain Counter & Trading Center All In One

It's a One-Stop-Shop

## WLJ CLASSIFIED CORRAL

## FEEDLOT—ALFALFA &amp; GRAIN

540 Acres: 700 acres irrigated and in alfalfa and grain. Flood irrigation. Low cost.

Feedlot and mill in good repair.

Excellent feeding conditions. Prime location. Priced at \$2,500,000. with terms to qualified buyer.

ALFALFA ACREAGE

400 Acres ALFALFA, 200 per acre. One of the best seed areas.

Two wells, plenty of water, electricity from Harvey Electric. Grossing \$32,000 per acre.

Price: \$2,000 per acre.

to Down with terms to qualified buyer.

## FOR THESE AND OTHER RANCHES

JACK UTTER

Laramie Real Estate Broker  
5010 S. 35th Street, Suite 1000  
Laramie, WY 82070  
Phone: 307/745-2000

INTERMOUNTAIN  
Farms and Ranches 13

1,600 Acres, 1000 irrigated, 600 acres of Market, Idaho. All fenced with small house and barn, year around running creek, used recently for cattle grazing. Good for farm or residential. See ad in "Advertisement". See ad in "Advertisement".

Ken Munyon

62473 Falcon Rd, Monrovia, CO 80401

PHONE: 303/323-6889

## BEAUTIFUL SAN LUIS VALLEY, COLORADO

1,200 Acres, main entrance off paved highway. Acreage along highway could be subdivided:

400 Acres irrigated.

400 Acres good pasture.

400 Acres need improvement.

Excellent surface water rights with overnight storage reservoir. 1,300 gallon per minute irrigation well with new pump and diesel engine sprinkling system. 5 stock wells. Completely fenced, barn, corral and silo. Tractor, windrower, truck, etc. Must see to appreciate. Everything goes \$7,000. Terms available with owner.

Write: J.M. Vigil

2805 Ocean Ave, Carlsbad, CA 92008

Call: 714/728-2608

## C.B. YOUNG AGENCY

P.O. Box 1048, Weyland, WA 98208

PHONE: 208/678-5044

## FOR SALE BY OWNER

1,600 Acres, BEAUTIFUL, acres

1,000 irrigated, Market, Idaho.

All fenced with small house and barn, year around running creek, used recently for cattle grazing. Good for farm or residential. See ad in "Advertisement".

Ken Munyon

62473 Falcon Rd, Monrovia, CO 80401

PHONE: 303/323-6889

MOUNTAIN  
Farms and Ranches 13MOUNTAIN  
Farms and Ranches 13

## MOUNTAIN&lt;br